

**CBITD Revenues and Expenses  
Overview**

	FY2020 BUDGET	FEBRUARY				FISCAL YEAR TO DATE				PREVIOUS	FY20 vs
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	FY19
<b>REVENUES</b>											
SCH SERVICE	\$4,507,620	\$124,058	\$138,071	\$14,013	11.3%	\$894,341	\$976,232	\$81,891	9.2%	\$937,797	4.1%
GR SALES	\$1,033,577	\$4,096	\$16,353	\$12,257	299.2%	\$91,509	\$133,886	\$42,377	46.3%	\$95,538	40.1%
MISC	\$56,340	\$4,850	\$4,546	-\$304	-6.3%	\$25,290	\$27,614	\$2,324	9.2%	\$25,983	6.3%
<b>TOTAL REVENUES</b>	<b>\$5,597,537</b>	<b>\$133,004</b>	<b>\$158,970</b>	<b>\$25,966</b>	<b>19.5%</b>	<b>\$1,011,140</b>	<b>\$1,137,732</b>	<b>\$126,592</b>	<b>12.5%</b>	<b>\$1,059,318</b>	<b>7.4%</b>
<b>EXPENSES</b>											
PERSONNEL	\$4,204,868	\$289,816	\$278,458	\$11,358	3.9%	\$1,563,384	\$1,538,201	\$25,183	1.6%	\$1,484,773	-3.6%
VESSELS	\$1,711,175	\$223,133	\$71,870	\$151,263	67.8%	\$749,730	\$598,438	\$151,292	20.2%	\$513,065	-16.6%
OPERATIONS	\$638,382	\$41,351	\$32,114	\$9,237	22.3%	\$261,455	\$217,165	\$44,290	16.9%	\$195,441	-11.1%
TERMINAL	\$312,693	\$26,908	\$25,194	\$1,714	6.4%	\$134,963	\$141,576	-\$6,613	-4.9%	\$143,302	1.2%
SALES	\$319,120	\$9,250	\$12,523	-\$3,273	-35.4%	\$81,625	\$68,138	\$13,487	16.5%	\$58,243	-17.0%
DEBT SERVICE	\$0	\$0	\$0	\$0	0.0%	\$0	\$0	\$0	0.0%	\$0	0.0%
PROVISION FOR DEF RED	\$0	\$0	\$0	\$0	0.0%	\$0	\$0	\$0	0.0%	\$0	0.0%
<b>TOTAL EXPENSES</b>	<b>\$7,186,238</b>	<b>\$590,458</b>	<b>\$420,159</b>	<b>\$170,299</b>	<b>28.8%</b>	<b>\$2,791,157</b>	<b>\$2,563,518</b>	<b>\$227,639</b>	<b>8.2%</b>	<b>\$2,394,824</b>	<b>-7.0%</b>
<b>OPERATING SURPLUS/LOSS</b>	<b>-\$1,588,701</b>	<b>-\$457,454</b>	<b>-\$261,188</b>	<b>\$196,266</b>	<b>42.9%</b>	<b>-\$1,780,017</b>	<b>-\$1,425,786</b>	<b>\$354,231</b>	<b>19.9%</b>	<b>-\$1,335,507</b>	<b>-6.8%</b>
<b>OP GRANT REVENUES</b>											
FTA PM REVENUE	\$1,145,214	\$188,037	\$27,875	-\$160,162	-85.2%	\$530,784	\$434,653	-\$96,131	-18.1%	\$283,696	53.2%
FTA RURAL REVENUE	\$300,000	\$42,200	\$26,531	-\$15,669	-37.1%	\$189,100	\$165,188	-\$23,912	-12.6%	\$192,229	-14.1%
FTA OPERATING REVENUE	\$0	\$0	\$0	\$0	0.0%	\$0	\$0	\$0	0.0%	\$0	0.0%
STATE SUBSIDY REVENUE	\$68,444	\$15,000	\$0	-\$15,000	0.0%	\$45,000	\$68,444	\$23,444	0.0%	\$68,444	0.0%
<b>TOTAL OP GRANT RESERVES</b>	<b>\$1,513,658</b>	<b>\$245,237</b>	<b>\$54,406</b>	<b>-\$190,831</b>	<b>-77.8%</b>	<b>\$764,884</b>	<b>\$668,285</b>	<b>-\$96,599</b>	<b>-12.6%</b>	<b>\$544,369</b>	<b>22.8%</b>
<b>SURPLUS/LOSS</b>	<b>-\$75,043</b>	<b>-\$212,217</b>	<b>-\$206,782</b>	<b>\$5,435</b>	<b>2.6%</b>	<b>-\$1,015,133</b>	<b>-\$757,500</b>	<b>\$257,633</b>	<b>25.4%</b>	<b>-\$791,138</b>	<b>4.3%</b>

**CBITD Revenues  
Summary**

	FY2020 BUDGET	FEBRUARY				FISCAL YEAR TO DATE				PREVIOUS	FY20 vs FY19
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	
<b>REVENUES</b>											
PASSENGER	\$2,529,205	\$65,794	\$59,538	-\$6,256	-9.5%	\$447,334	\$439,069	-\$8,265	-1.8%	\$422,714	3.9%
VEHICLE	1,059,460	29,377	43,018	\$13,641	46.4%	231,777	284,101	\$52,324	22.6%	269,662	5.4%
FREIGHT	848,995	23,057	29,667	\$6,610	28.7%	186,080	222,477	\$36,397	19.6%	214,140	3.9%
MAIL	69,960	5,830	5,850	\$20	0.3%	29,150	30,586	\$1,436	4.9%	31,279	-2.2%
<b>TOTAL</b>	<b>\$4,507,620</b>	<b>\$124,058</b>	<b>\$138,071</b>	<b>\$14,013</b>	<b>11.3%</b>	<b>\$894,341</b>	<b>\$976,232</b>	<b>\$81,891</b>	<b>9.2%</b>	<b>\$937,797</b>	<b>4.1%</b>
<b>GR SALES</b>											
TOURS	\$599,351	\$1,328	\$3,712	\$2,384	179.5%	\$53,378	\$65,466	\$12,088	22.6%	\$57,798	13.3%
CHARTERS	224,500	0	3,650	3,650	0.0%	20,000	33,092	13,092	65.5%	12,205	171.1%
CATERING	168,550	0	8,644	8,644	0.0%	3,500	28,204	24,704	705.8%	17,958	57.1%
VENDING	8,000	500	203	-297	-59.4%	2,750	1,698	-1,052	-38.3%	2,182	-22.2%
PROMOTIONAL	9,000	0	145	145	0.0%	3,250	1,150	-2,100	-64.6%	1,185	0.0%
ADVERTISING	24,176	2,268	0	-2,268	-100.0%	8,631	4,275	-4,356	-50.5%	4,210	1.5%
<b>TOTAL</b>	<b>\$1,033,577</b>	<b>\$4,096</b>	<b>\$16,353</b>	<b>\$12,257</b>	<b>299.2%</b>	<b>\$91,509</b>	<b>\$133,886</b>	<b>\$42,377</b>	<b>46.3%</b>	<b>\$95,538</b>	<b>40.1%</b>
<b>OTHER INCOME</b>											
MISC	11,140	950	1,059	\$109	11.5%	4,990	7,167	\$2,177	43.6%	5,865	22.2%
INTEREST	45,200	3,900	3,487	-413	-10.6%	20,300	20,446	146	0.7%	20,118	1.6%
<b>TOTAL</b>	<b>\$56,340</b>	<b>\$4,850</b>	<b>\$4,546</b>	<b>-\$304</b>	<b>-6.3%</b>	<b>\$25,290</b>	<b>\$27,614</b>	<b>\$2,323</b>	<b>9.2%</b>	<b>\$25,983</b>	<b>6.3%</b>
<b>TOTAL OP REVENUES</b>	<b>\$5,597,537</b>	<b>\$133,004</b>	<b>\$158,971</b>	<b>\$25,966</b>	<b>19.5%</b>	<b>\$1,011,140</b>	<b>\$1,137,732</b>	<b>\$126,591</b>	<b>12.5%</b>	<b>\$1,059,317</b>	<b>7.4%</b>

**CBITD Expenses  
Summary**

	FY2020	FEBRUARY				FISCAL YEAR TO DATE				PREVIOUS	FY20 vs FY19
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	
<b>EXPENSES</b>											
<b>PERSONNEL</b>											
PAYROLL	\$3,151,946	\$205,055	\$201,896	\$3,159	1.5%	\$1,150,035	\$1,156,432	-\$6,397	-0.6%	\$1,105,053	-4.6%
TAXES	246,924	16,115	15,350	765	4.7%	90,331	87,661	2,670	3.0%	85,550	-2.5%
EMPLOYEE INSURANCE	415,160	36,384	29,075	7,309	20.1%	160,473	131,601	28,872	18.0%	127,782	-3.0%
EMPLOYEE RELATED EXP	18,390	1,225	1,100	125	10.2%	7,360	6,869	491	6.7%	8,937	23.1%
PENSION	372,448	31,037	31,037	0	0.0%	155,185	155,638	-453	-0.3%	157,450	1.2%
<b>TOTAL</b>	<b>\$4,204,868</b>	<b>\$289,816</b>	<b>\$278,458</b>	<b>\$11,358</b>	<b>3.9%</b>	<b>\$1,563,384</b>	<b>\$1,538,201</b>	<b>\$25,183</b>	<b>1.6%</b>	<b>\$1,484,773</b>	<b>-3.6%</b>
<b>VESSELS</b>											
REPAIRS	\$954,350	\$179,150	\$19,423	\$159,727	89.2%	\$451,400	\$314,467	\$136,933	30.3%	\$198,524	-58.4%
FUEL	680,025	37,583	46,640	-9,057	-24.1%	266,330	254,937	11,393	4.3%	285,507	10.7%
INSURANCE	76,800	6,400	5,807	593	9.3%	32,000	29,034	2,966	9.3%	29,034	0.0%
<b>TOTAL</b>	<b>\$1,711,175</b>	<b>\$223,133</b>	<b>\$71,870</b>	<b>\$151,263</b>	<b>67.8%</b>	<b>\$749,730</b>	<b>\$598,438</b>	<b>\$151,292</b>	<b>20.2%</b>	<b>\$513,065</b>	<b>-16.6%</b>
<b>OPERATIONS</b>											
TELEPHONE	\$22,440	\$1,870	\$1,948	-\$78	-4.2%	\$9,350	\$9,582	-\$232	-2.5%	\$7,812	-22.7%
MAIL AGENT	11,220	935	935	0	0.0%	4,675	4,675	0	0.0%	4,675	0.0%
OFFICE	228,882	14,861	8,659	6,202	41.7%	102,100	74,805	27,295	26.7%	77,411	3.4%
CREDIT CARD	123,809	4,655	4,504	151	3.2%	38,290	44,937	-6,647	-17.4%	35,155	-27.8%
POSTAGE	3,360	280	356	-76	-27.1%	1,400	1,589	-189	-13.5%	1,272	-24.9%
TRAVEL	16,500	4,000	1,688	2,312	57.8%	10,400	9,080	1,320	12.7%	5,665	-60.3%
DAMAGES	22,950	0	0	0	0.0%	9,450	3,881	5,569	58.9%	2,190	-77.2%
OTHER INSURANCES	29,880	2,490	2,065	425	17.1%	12,450	10,323	2,127	17.1%	13,000	20.6%
MISCELLANEOUS	16,076	500	1,086	-586	-117.2%	3,390	3,662	-272	-8.0%	3,242	-13.0%
BARGE SUBCONTRACTING	8,500	0	0	0	0.0%	1,000	5,850	-4,850	-485.0%	300	0.0%
PROFESSIONAL	95,125	7,855	10,581	-2,726	-34.7%	46,720	30,635	16,085	0.0%	34,178	10.4%
DUE & PUC	20,975	0	0	0	0.0%	4,450	9,082	-4,632	0.0%	7,742	-17.3%
UNIFORMS	28,915	1,280	293	987	77.1%	13,355	9,063	4,292	32.1%	1,000	-806.3%
TRAINING	9,750	2,625	0	2,625	100.0%	4,425	0	4,425	100.0%	1,799	0.0%
<b>TOTAL</b>	<b>\$638,382</b>	<b>\$41,351</b>	<b>\$32,114</b>	<b>\$9,236</b>	<b>22.3%</b>	<b>\$261,455</b>	<b>\$217,165</b>	<b>\$44,291</b>	<b>16.9%</b>	<b>\$195,441</b>	<b>-11.1%</b>

**CBITD Expenses  
Summary**

FY2020	FEBRUARY				FISCAL YEAR TO DATE				PREVIOUS	FY20 vs FY19	
	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD		
<b>EXPENSES</b>											
<b>TERMINAL</b>											
UTILITIES	\$60,003	\$7,008	\$6,388	\$620	8.8%	\$28,268	\$28,362	-\$94	-0.3%	\$30,960	8.4%
JANITORIAL	\$72,540	\$5,890	\$5,629	261	4.4%	\$29,810	\$29,507	303	1.0%	\$32,217	8.4%
RENT	35,940	2,995	2,995	0	0.0%	14,975	13,315	1,660	11.1%	14,319	7.0%
MAINTENANCE	144,210	11,015	10,182	833	7.6%	61,910	70,391	-8,481	-13.7%	65,806	-7.0%
<b>TOTAL</b>	<b>\$312,693</b>	<b>\$26,908</b>	<b>\$25,194</b>	<b>\$1,714</b>	<b>6.4%</b>	<b>\$134,963</b>	<b>\$141,576</b>	<b>-\$6,613</b>	<b>-4.9%</b>	<b>\$143,302</b>	<b>1.2%</b>
<b>SALES</b>											
ADVERTISING	\$172,565	\$9,250	\$9,077	\$173	1.9%	\$58,400	\$45,826	\$12,574	21.5%	\$42,665	-7.4%
CATERING	146,555	0	3,446	-3,446	#DIV/0!	23,225	22,312	913	3.9%	15,578	-43.2%
<b>TOTAL</b>	<b>\$319,120</b>	<b>\$9,250</b>	<b>\$12,523</b>	<b>-\$3,273</b>	<b>-35.4%</b>	<b>\$81,625</b>	<b>\$68,138</b>	<b>\$13,487</b>	<b>16.5%</b>	<b>\$58,243</b>	<b>-17.0%</b>
<b>DEBT SERVICE</b>											
<b>TOTAL</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>		<b>\$0</b>	<b>\$0</b>	<b>\$0</b>		<b>\$0</b>	
<b>TOTAL EXPENSES</b>	<b>\$7,186,238</b>	<b>\$590,458</b>	<b>\$420,159</b>	<b>\$170,299</b>	<b>28.8%</b>	<b>\$2,791,157</b>	<b>\$2,563,518</b>	<b>\$227,639</b>	<b>8.2%</b>	<b>\$2,394,824</b>	<b>-7.0%</b>
<b>TOTAL OP REVENUES</b>	<b>\$5,597,537</b>	<b>\$133,004</b>	<b>\$158,971</b>	<b>\$25,966</b>	<b>19.5%</b>	<b>\$1,011,140</b>	<b>\$1,137,732</b>	<b>\$126,591</b>	<b>12.5%</b>	<b>\$1,059,317</b>	<b>7.4%</b>
<b>OP SURPLUS/LOSS</b>	<b>-\$1,588,701</b>	<b>-\$457,454</b>	<b>-\$261,188</b>	<b>\$196,265</b>	<b>42.9%</b>	<b>-\$1,780,017</b>	<b>-\$1,425,786</b>	<b>\$354,231</b>	<b>19.9%</b>	<b>-\$1,335,507</b>	<b>-6.8%</b>
<b>OP GRANT REVENUES</b>											
FTA PREVENTATIVE MAIN	\$1,145,214	\$188,037	\$27,875	-\$160,162	-85.2%	\$530,784	\$434,653	-\$96,131	-18.1%	\$283,696	53.2%
FTA RURAL 5311	300,000	42,200	26,531	-15,669	0.0%	189,100	165,188	-23,912	-12.6%	192,229	-14.1%
STATE SUBSIDY	68,444	15,000	0	-15,000	0.0%	45,000	68,444	23,444	0.0%	68,444	0.0%
<b>TOTAL</b>	<b>\$1,513,658</b>	<b>\$245,237</b>	<b>\$54,406</b>	<b>-\$190,831</b>	<b>-77.8%</b>	<b>\$764,884</b>	<b>\$668,285</b>	<b>-\$96,599</b>	<b>-12.6%</b>	<b>\$544,369</b>	<b>22.8%</b>
<b>SURPLUS/LOSS</b>	<b>-\$75,043</b>	<b>-\$212,217</b>	<b>-\$206,782</b>	<b>\$5,434</b>	<b>2.6%</b>	<b>-\$1,015,133</b>	<b>-\$757,500</b>	<b>\$257,632</b>	<b>25.4%</b>	<b>-\$791,138</b>	<b>4.3%</b>